

## AtliQ Hardware

### Filters

division	All
region	All
market	All
FY	2019
customer	All

### P & L by Fiscal Year

All values are in USD

**Note:** Do not  
modify Pivot Table

Metrics	Quarters										
	Q1			Q2			Q3			Q4	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	
Net sales	6.5M	8.0M		10.7M	11.4M	6.5M	6.1M	6.4M	6.3M	6.5M	6.2M
Cogs	3.8M	4.7M		6.3M	6.7M	3.9M	3.5M	3.8M	3.7M	3.8M	3.6M
Gross Margin	2.6M	3.4M		4.5M	4.7M	2.7M	2.6M	2.7M	2.6M	2.6M	2.6M
Gross margin %	40.87%	41.97%		41.49%	41.39%	40.87%	41.94%	41.45%	41.39%	40.79%	42.00%

division	All
region	All
market	All
FY	2020
customer	All

### P & L by Fiscal Year

All values are in USD

Metrics	Quarters										
	Q1			Q2			Q3			Q4	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	
Net sales	17.1M	20.6M		28.7M	29.9M	17.1M	15.9M	2.1M	7.8M	9.9M	14.9M
Cogs	10.6M	12.8M		18.1M	18.9M	10.7M	9.9M	1.3M	4.8M	6.2M	9.3M
Gross Margin	6.5M	7.8M		10.6M	11.0M	6.5M	6.0M	0.8M	2.9M	3.7M	5.5M
Gross margin %	37.77%	37.78%		37.04%	36.81%	37.75%	37.74%	36.68%	37.73%	37.49%	37.27%

division All  
region All  
market All  
FY 2021  
customer All

**P & L by Fiscal Year**  
All values are in USD

Metrics	Quarters										
	Q1			Q2			Q3			Q4	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	
Net sales	44.8M	54.6M		74.3M	78.1M	44.8M	41.8M	44.0M	43.5M	44.4M	41.5M
Cogs	28.4M	34.7M		47.4M	49.8M	28.4M	26.5M	28.0M	27.7M	28.1M	26.4M
Gross Margin	16.4M	19.9M		27.0M	28.3M	16.4M	15.3M	16.0M	15.8M	16.3M	15.1M
Gross margin %	36.65%	36.52%		36.29%	36.26%	36.68%	36.53%	36.37%	36.33%	36.63%	36.45%

**Net Sales  
Comparision**

<b>2021 vs 2020</b>	162.06%	164.68%		159.10%	161.05%	161.40%	162.49%	1981.59%	461.21%	347.02%	178.64%
<b>2020 vs 2019</b>	164.63%	156.58%		167.27%	161.45%	162.75%	162.02%	-67.07%	22.73%	53.05%	140.65%

Q4		Grand Total
Jul	Aug	
6.5M	6.3M	87.5M
3.8M	3.7M	51.2M
2.7M	2.6M	36.2M
41.48%	41.39%	41.43%

Q4		Grand Total
Jul	Aug	
16.1M	16.5M	196.7M
10.2M	10.5M	123.4M
5.9M	6.1M	73.3M
36.68%	36.79%	37.28%

Q4		Grand Total
Jul	Aug	
44.0M	43.0M	598.9M
28.0M	27.4M	380.7M
16.0M	15.6M	218.2M
36.37%	36.26%	36.43%

173.93%	160.31%	204.5%
148.00%	162.03%	124.8%